

## Message Text

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PAGE 01 LIMA 01154 112103Z  
ACTION ARA-10

INFO OCT-01 EB-08 ISO-00 /019 W  
-----120712Z 013652 /21

R 111701Z FEB 77  
FM AMEMBASSY LIMA  
TO SECSTATE WASHDC 3671  
INFO USDOC WASHDC

UNCLAS LIMA 1154

EO 11652: N/A  
TAGS: BEXP, BENC, PE  
SUBJ: MAJOR PROJECT - FLAT GLASS PLANT

REF: (A) 75 LIMA 4869; (B) 76 LIMA 8453

1. CORPORACION FINANCIERA DE DESARROLLO-COFIDE, THE GOVERNMENT DEVELOPMENT FINANCE CORPORATION, IS CALLING FOR BIDS FOR SELECTING APPROPRIATE TECHNICAL AND ECONOMIC KNOW-HOW FOR ITS FLAT GLASS PLANT. THIS PROSPECT WAS PREVIOUSLY REPORTED BY REFTEL (B). FROM NOW ON, HOWEVER, AMERICAN FIRMS INTERESTED IN THIS PROJECT SHOULD CONTACT COFIDE INSTEAD OF INDUPERU AS COFIDE IS NOW THE ONLY INSTITUTION IN CHARGE OF THIS PROJECT AS WELL AS THE WHOLE GLASS COMPLEX COVERED BY REFTEL (A).

2. AS ALREADY REPORTED, THE FLAT GLASS PLANT REPRESENTS AN ESTIMATED US\$38 MILLION INVESTMENT. IT FORMS PART OF A GLASS COMPLEX TO BE LOCATED AT PISCO, SOME 150 MILES SOUTH OF LIMA, WHICH INCLUDES 10 PLANTS FOR 10 DIFFERENT PRODUCTION LINES, AS FOLLOWS:

1. FLAT GLASS
  2. TUBING FOR ELECTRIC FLUORESCENT LAMP
  3. BULB FOR ELECTRIC INCANDESCENT LAMP
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4. GLASS VESSEL FOR INSULATED VACUUM FLASK
5. GLASS TUBE FOR MAKING PHARMACEUTICAL AMPOULES AND VIALS
6. GLASS FIBER
7. GLASS WOOL

8. GLASS FOR MAKING COOKING WARE

9. HIGH TENSION INSULATOR GLASS

10. SCREEN AND CONE FOR TELEVISION TUBE

COFIDE INDICATED THAT STUDIES ON LOCATION OF COMPLEX AS WELL AS ON AVAILABILITY OF RAW MATERIAL HAVE BEEN COMPLETED AND THAT PREFEASIBILITY STUDIES FOR EACH OF THE 10 PLANTS ARE UNDERWAY. STUDIES ON THE FLUORESCENT TUBE AND INCANDESCENT BULB PLANTS ARE THE MOST ADVANCED SO FAR. OFFERS FOR TECHNICAL KNOW-HOW AND FINANCING FOR THESE TWO PLANTS ARE PRESENTLY BEING QUALIFIED (INTERNATIONAL TENDERS WERE NOT CALLED). REPORTEDLY, QUALIFICATION OF OFFERS WILL BE CONCLUDED WITHIN NEXT FEW DAYS. TWO U.S. FIRMS HAVE PREQUALIFIED (EISLER; KAHLE).

3. LATEST INFORMATION AVAILABLE INDICATES FLAT GLASS PLANT, IS TO PRODUCE FOLLOWING TYPES:

TYPE OF GLASS	THICKNESS	MARKET CONSUMPTION PERCENTAGE
SINGLE THICK	2.1 MM.	35
SEMIDouble	3.1 MM.	30
DOUBLE	4.1 MM.	17
TRIPLE	6.2 MM.	8

PLANT CAPACITY WILL BE APPROXIMATELY 20,000 METRIC TONS IN 1980 AND 30,000 METRIC TONS BY 1990.

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4. THE MAJOR PROJECT DIVISION IS REQUESTED TO ENCOURAGE SPECIALIZED AMERICAN FIRMS TO FOLLOW-UP ON THIS PROSPECT. A COPY OF PROJECT PROFILE AS WELL AS BID SPECIFICATIONS ARE BEING AIRPOUCHED TODAY.

COFIDE IS INTERESTED IN RECEIVING OFFERS ASAP. INTERESTED PARTIES SHOULD CONTACT:

ING. ALFREDO GORDILLO  
DIRECTOR DE LA UNIDAD DEL PROYECTO  
COMPLEJO INDUSTRIAL DEL VIDRIO  
COFIDE  
LOS HALCONES 180, URB. JARDIN  
LIMA 27, PERU  
PHONE: 41-2538

SPECIAL HANDLING RECOMMENDED.  
DEAN

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## Message Attributes

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**Capture Date:** 01-Jan-1994 12:00:00 am  
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**Reference:** 75 LIMA 4869, 76 LIMA 8453  
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**SAS ID:** 3344576  
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**Status:** NATIVE  
**Subject:** MAJOR PROJECT - FLAT GLASS PLANT  
**TAGS:** BEXP, BENC, PE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009